



January 7, 2000

Via Federal Express

Tennessee Regulatory Authority  
Attn: Mr. Darrell Whitis  
460 James Robertson Parkway  
Nashville, Tennessee 37243-0505  
Telephone: 615/741-2904 ext. 132

Re: Kentucky Data Link, Inc. 99-00408

Dear Darrell:

Enclosed is an original and thirteen (13) copies of the following:

- Notarized pre-filed testimony of John Greenbank to support the IXC application of Kentucky Data Link, Inc.;
- Notarized pre-filed testimony of Lohn Weber to support the IXC application of Kentucky Data Link, Inc.

Attached to Mr. Greenbank's testimony is the list of technical and engineering contractors you requested. Attached to Mr. Weber's testimony is the letter you requested from Bank of America.

This should complete the application of Kentucky Data Link, Inc. But as always, if you have any questions or comments, feel free to call me at 913/492-1230.

Very best regards,  
Kentucky Data Link, Inc.

By: Cole Hawks  
Corporate Counsel

Enclosures

REC'D IN  
REGULATORY UNIT.

'00 JAN 13 AM 11 28

EXECUTIVE SECRETARY

**BEFORE THE  
TENNESSEE REGULATORY AUTHORITY  
NASHVILLE, TENNESSEE**

RECEIVED  
REGULATORY AUTHORITY  
'00 JAN 13 03 11 29  
ENCLAVE SECRETARY

**IN RE:**

**APPLICATION OF KENTUCKY DATA LINK, INC. )  
FOR A CERTIFICATE OF PUBLIC CONVENIENCE )  
AND NECESSITY TO PROVIDE INTRASTATE )  
TELECOMMUNICATIONS SERVICES AS A )  
FACILITIES BASED INTEREXCHANGE CARRIER )  
IN TENNESSEE )**

**Docket No. \_\_\_\_\_**

**PREFILED TESTIMONY**

**OF**

**JOHN GREENBANK**

**President of Kentucky Data Link, Inc.**

1     Q1.     Will you please state your name and business address.

2     A1.     My name is John Greenbank. My business address is 1419 West Lloyd Expressway,  
3             Suite 100, Evansville, Indiana, 47710.

4     Q2.     By whom are you employed and in what capacity?

5     A2.     I currently hold the position of President of Kentucky Data Link, Inc., which I will refer  
6             to in my testimony as KDL.

7     Q3.     Please give a brief description of your background and experience.

8     A3.     I have over 16 years of experience within the telecommunications industry. During my  
9             first ten years within the industry, I worked as an applications engineer with Sound  
10            Engineering and Design Company, of Springfield, Missouri, and as a senior applications

1 engineer for American Telephone Distributors, located in Kansas City, Missouri. In  
2 1992, CSI Corporation, a Kansas City interconnect company, hired me as President.  
3 From there, I became and currently serve as a Vice President of QCC, Inc. I am also  
4 currently a Vice President of Community Telephone Corporation, which was formerly  
5 known as Wright Businesses, Inc., and I am a shareholder of Q-Comm Corporation, a  
6 privately held Nevada corporation, which is the parent company of QCC, Inc.,  
7 Community Telephone Corporation, and KDL. My focus at KDL is to oversee the  
8 operations, product development, customer service, telecommunications training, and  
9 general management of the company as a whole. I have also served as a consultant to  
10 Digital Telecommunications Incorporations of Jackson, Tennessee, a switch  
11 manufacturer.

12 Q4. What is the purpose of your testimony?

13 A4. The purpose of my testimony is to present evidence on the technical and managerial  
14 capabilities of KDL to provide facilities-based interexchange telecommunications  
15 services in Tennessee and to describe the services KDL proposes to offer. Mr. Lohn  
16 Weber will present evidence of KDL's financial ability to offer the proposed services.

17 Q5. Has KDL registered to do business in Tennessee?

18 A5. Yes. KDL, a Kentucky corporation, received a Certificate of Authority in Tennessee on  
19 May 20, 1999. A true and correct copy of KDL's Certificate is attached to the Petition as  
20 Exhibit A.

21 Q6. Please describe the services KDL proposes to offer.

22 A6. KDL proposes to provide intrastate telecommunication services over its own facilities in  
23 Tennessee. KDL will provide leased capacity along its fiber optic network in Tennessee  
24 to interexchange carriers, competitive access providers, internet service providers,

1 competitive local exchange companies and others who have a need for such capacity.  
2 Current customers for such services in Kentucky, where KDL is currently certificated,  
3 include MCI/WorldCom, Qwest/LCI, Community Telephone Corporation, E.Spire, IXC  
4 and others. KDL will provide leased bandwidth at the following levels: DS-1, T-1, DS3,  
5 OC3 and above.

6 Q7. Describe KDL's current network transmission facilities.

7 A7. KDL currently has approximately 450 miles of telecommunications transmission  
8 facilities installed in Kentucky and Ohio. KDL's network connects Paducah,  
9 Madisonville, Owensboro, Louisville, Frankfort, Lexington and Winchester, Kentucky  
10 and Cincinnati, Ohio. By the middle of next year, KDL intends to expand its network to  
11 include Henderson, Kentucky; Evansville, Indiana; and Johnson City, Knoxville and  
12 Chattanooga, Tennessee. Transmission between Paducah and Madisonville utilizes  
13 digital microwaves, while the other locations are connected using state-of-the-art fiber  
14 optic cable. At each of our POP site locations, our fiber is connected to Lucent FT2000  
15 OC48 transmission equipment in a SONET configuration that provides a high level of  
16 diversity and survivability. KDL supports this network with a centralized control center  
17 capable of monitoring network traffic for provisioning and maintenance purposes.

18 Q8. How are trouble reports handled?

19 A8. KDL operates a Customer Service Center for its' telecommunications service customers.  
20 Customers may contact the center through the following toll-free number (1-800-711-6708).  
21 Emergency service is available 24 hours a day, 7 days a week. An on-call KDL employee  
22 will be paged and has an objective of contacting the customer within one half hour after the  
23 trouble is reported. KDL in conjunction with the other relevant participating carriers will  
24 work diligently to remedy the reported situation.

1 Q9. How are billing errors and complaints handled?

2 A9. Billing errors and complaints will be handled by the KDL Customer Service Center during  
3 normal business hours. After hours calls that are not of an emergency nature are recorded  
4 and handled the following business day.

5 Q10. Do you believe KDL has the managerial capability of delivering its proposed services in  
6 Tennessee?

7 A10. Yes. KDL has a team of experienced telecommunication and business managers. Brief  
8 résumés of key personnel are included with the filed Petition as Exhibit B. In supplement  
9 to our original petition, we have provided to the Authority a list of KDL's technical and  
10 engineering consultants. The résumés and supplement clearly demonstrate that KDL has  
11 the managerial resources to provide the proposed services in Tennessee.

12 Q11. Do you believe KDL has the technical capability of delivering its proposed services in  
13 Tennessee?

14 A11. Yes. KDL has extensive experience in the design and construction of interexchange  
15 facilities. KDL's current facilities and services offered in Kentucky attest to our abilities  
16 to operate as a viable facilities based interexchange service provider. The expansion of  
17 KDL's network into Tennessee will not only improve the quality of its interexchange  
18 services, but will also expand the product options available to customers in Tennessee.

19 Q12. Has KDL previously requested any type of authority from this Commission, and is KDL  
20 related either directly or indirectly with any other certified telecommunication services  
21 provider in the state of Tennessee? If so, describe that affiliation or relationship.

22 A12. No, KDL has not previously requested any type of authority from this Commission.  
23 However, its sister corporation, Community Telephone Corporation, obtained a CTA to  
24 offer resold interexchange telecommunication services and to provide operator services in

1 Tennessee in Case No. 95-03300, dated November 10, 1995. Another sister corporation,  
2 QCC, Inc., was granted the authority by this Commission to resell interexchange  
3 telecommunications in Tennessee in Case Number 95-02906, dated August 23, 1995.

4 Q13. Where in Tennessee does KDL intend to offer its services?

5 A13. KDL is seeking authority to offer its services throughout the State of Tennessee.  
6 Initially, however, KDL's fiber network in Tennessee will consist of a fiber optic run  
7 from Chattanooga, through Knoxville to Johnson City, Tennessee.

8 Q14. How will consumers in Tennessee benefit from KDL's services?

9 A14. We believe that granting KDL the requested authority will serve the public interest and  
10 necessity as it will provide Tennessee consumers a greater choice of telecommunication  
11 services providers within the state and will promote competition amongst interexchange  
12 carriers within the state.

13 Q15. Is KDL aware of the rules and policies of the Tennessee Regulatory Authority regarding  
14 the provisioning of telecommunication services and will it adhere to said rules, policies  
15 and orders?

16 A15. Yes, KDL is familiar with and will strictly adhere to the rules, policies and orders of the  
17 Tennessee Regulatory Authority. KDL has directed its Corporate Counsel, Mr. Cole  
18 Hawks, Esq., to be the point of contact for KDL in working with and adhering to the  
19 administrative rules, policies and orders of the Tennessee Regulatory Authority.

20 Q16. In accordance with Section 65-5-213 of the Tennessee Code, does KDL acknowledge the  
21 importance of supporting small and minority owned telecommunications businesses and  
22 does it agree to contribute its share to the fund established by the Tennessee Department  
23 of Economic and Community Development?

1 A16. Yes, KDL acknowledges the importance of supporting small and minority owned  
2 telecommunication businesses and will fully contribute its share to the said fund. Also,  
3 KDL by my direction and hand has effectuated a Small and Minority Owned  
4 Telecommunications Business Participation Plan, and a copy of said plan, effective June  
5 8, 1999, was attached to the Petition as Exhibit D.

6 Q17. Mr. Greenbank, including the testimony you have given today, do you affirm that all  
7 information submitted to the Tennessee Regulatory Authority in conjunction with the  
8 Petition is accurate and true?

9 Q17. Yes, all said information provided to the Tennessee Regulatory Authority is accurate and  
10 true.

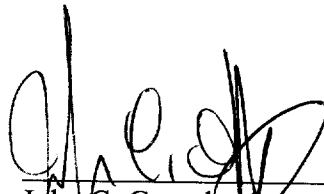
11 Q18. Does this conclude your testimony?

12 A18. Yes.


## VERIFICATION and NOTARY

State of ~~Kansas~~ <sup>Indiana</sup> )  
County of ~~Johnson~~ <sup>Vanderburgh</sup> ) ss.

I, John C. Greenbank, an officer of Kentucky Data Link authorized to represent Kentucky Data Link in this matter, by my signature below, do hereby verify that the above said testimony was given by myself on this day, December 27, 1999.

  
\_\_\_\_\_  
John C. Greenbank  
President, KDL

Sworn and subscribed before me, the undersigned authority in and for the said jurisdiction above, the within named John C. Greenbank, this 27<sup>th</sup> day of December, 1999.

  
\_\_\_\_\_  
Notary Public

My Commission Expires: 1-4-2000



## **Supplement to KDL's Application**

KDL contracts certified engineering support and construction contractors to produce detailed installation plans and construct fiber routes in accordance with such plans. The following is a list of certified engineering and construction contractors used by KDL:

### Certified Engineering Contractors

Cassidy Associates Incorporated  
Louisville, Kentucky

Danco Engineering  
Madisonville, Kentucky

Kelly & Wilmore  
Owensboro, Kentucky

### Certified Splicing Contractors

World Fiber Services  
Cassville, Missouri

Fiber Optic Tool & Supply  
Neosha, Missouri

Fishel Company

### Certified Electrical Contractors

B&B Electric  
Lexington, Kentucky

### Certified Telecommunications Contractor

Driftwood Electrical Contractors, Inc.  
Lancaster, Kentucky

### Certified Electricians for Hut Wiring

Falco Electric  
Louisville, Kentucky

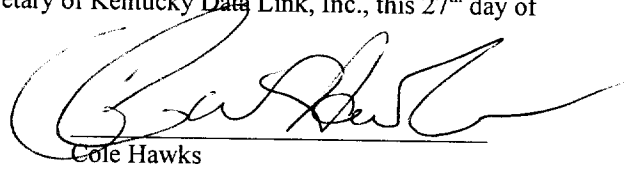
In addition to the above contractors, KDL has established a relationship with Dillard Smith (Chattanooga, TN) and Concepts in Communications, Inc. (Nashville, TN), both certified electrical and telecommunications contractors.

Final contractor selection has not yet been made for KDL's initial Tennessee project.

Incumbency Certificate  
Of  
Kentucky Data Link, Inc.

I certify that, on May 19, 1999, John C. Greenbank was duly elected President of Kentucky Data Link, Inc.

In witness whereof, I have hereunto set my hand as Secretary of Kentucky Data Link, Inc., this 27<sup>th</sup> day of December, 1999.



Cole Hawks